

Special Note: The following is a summary of the Minutes taken from the Business Development Advisory Council meeting held on May 11, 2011, and does not necessarily provide a detailed verbatim transcription of the Minutes.

MINUTES

BUSINESS DEVELOPMENT ADVISORY COUNCIL WEDNESDAY, MAY 11, 2011 9:00 A.M.

**CLARK COUNTY GOVERNMENT CENTER
500 S. GRAND CENTRAL PKWY
6TH FLOOR, COTTONWOOD ROOM
LAS VEGAS, NEVADA 89155**

Members Present:

Dianne Fontes, Chair, Nevada Minority Supplier Development Council
Carlos Gomez, Vice Chair, Latin Chamber of Commerce
Duy Nguyen, Asian Chamber of Commerce
Leonard Hamilton, Black Business Council (Alternate)
Maria White, N.A.W.B.O (Alternate)
Jackie Ingram, Urban Chamber of Commerce

Members Absent:

Bill Wilson, Las Vegas Chamber of Commerce

Guests:

Katherine Smith, CC Dept. of Aviation
Kim Grantham, CC Water Reclamation
Jane Lee, Jadon Foods
Mark Wood, CC District Attorney's Office
Tom Akers, Akers and Associates, Inc.
Yolanda Jones, CC Purchasing and Contracts

I. CALL TO ORDER

Dianne Fontes, BDAC Chair, called the meeting to order at 9:07 a.m. on Wednesday, May 11, 2011.

II. OPENING CEREMONIES

Silent invocation was conducted followed by the Pledge of Allegiance.

III. CERTIFICATION OF COMPLIANCE WITH THE NEVADA OPEN MEETING LAW

It was announced that the meeting was being held in compliance with the Nevada Open Meeting Law. The meeting was properly posted at the appropriate locations as listed at the bottom of the agenda.

IV. NEW BUSINESS:

A. APPROVAL OF MINUTES:

○ **BDAC February 9, 2011 Meeting**

The minutes were unanimously approved.

○ **BDAC March 17, 2011 Meeting**

The minutes were unanimously approved.

B. Discuss the Clark County Supplier Registration Database

Dianne Fontes, BDAC Chair, stated that at the last BDAC meeting in February the Council was going to review the statistics in terms of ethnicity classification. **Yoli Jones** said the intent was that the purchasing staff was going to receive feedback from the Council of any inaccuracies on the list of businesses that were members of their organizations that were Minority businesses.

Duy Nguyen stated his organization went through the first ten pages and realized they have zero percent involvement with Clark County purchasing. He said that the report doesn't really give the Asian Chamber a hope that of having businesses that are Asian owned. **Dianne** asked if they had sent the survey. **Duy** mentioned the Asian Chamber had zero percent participation.

Jackie Ingram said that she didn't get through the report since she was waiting for the narrative that Dianne was going to send to the Council. **Dianne** said she did send it to the Council and said that from her organization, she received 15 responses back after sending the survey and only 10 businesses had done business with Clark County.

Carlos Gomez, Co-Chair, mentioned that to get the statistics is to reflect the real situation regarding their membership with Clark County, so he said he looks forward to improving the numbers. **Yoli Jones** asked **Carlos** if he knew the percentage of businesses with goods and services, professional services, and construction that could do business with Clark County. **Carlos** reported that for the construction companies they had 10 minority owned companies doing 20 million plus a year. He said four Hispanic firms were for professional services.

Leonard Hamilton, reported only two clients of the Minority Business Enterprise Center were represented in the statistics but their numbers were very low.

Yoli Jones stated that the problem was that a lot of the suppliers have not registered online to provide their business information, minority indication, and commodity codes. She also stated the purchasing staff sent post cards to the suppliers when the system was changed and not even a quarter have responded out of the thousands of suppliers listed.

Jackie Ingram asked if the advantage of a supplier registering online was that they will receive notifications where there are bid opportunities. **Yoli** reported that businesses are notified of bid opportunities and workshops as well when the designations are correct, specific suppliers are downloaded and put in the Business Utilization Directory and it gives the Council the opportunity to receive emails when the County has formal bids out on the street.

Dianne Fontes said she will resend the survey to the Council and the Council needs to send to their members to capture the information of the suppliers that are doing business with Clark County. **Dianne** made a motion that by the next BDAC meeting, the Council was going to have results from the survey and they were going to review every part of the report as a final report to give to the County Commissioners.

C. Discuss the Clark County Business Development Education Program (CCBDEP)

Dianne Fontes, Chair, stated the Council was concerned that most of the businesses going through the program were not monitored and there was no mechanism in place to support them once they graduate.

Tom Akers from Akers and Associates, Inc. reported that the graduates of the program are monitored. He said that since the program started, they had 130 businesses that graduated. They have an online website where his team keeps track of the businesses in the ePathways URL. The profile of each business is on the website, which is updated every quarter. **Tom** also mentioned that 4 million dollars were booked with the firms that participate in the program, which most of the money came from Clark County and other entities. The firms are directed to the Clark County website, which has more opportunities to do business as well as other entities. **Tom** said that one of the challenges are with firms that the County has invested time in reaching out to them and the firms don't respond or show up for mandatory walk through meeting. His team goes back with those firms and finds out why they are not responding to the County. **Tom** talked about the successes he has had since he was associated with the County. He said one of those successes was having a firm receive the number one ranking in qualification.

Dianne Fontes talked about the concern the Council had regarding the length of the program. The Council thinks that it's difficult for the student's to make a commitment because it is too long and asked about the possibility of shortening the program to be more

successful and have more people participate. She suggested having a newspaper to post the success stories on quarterly basis.

Tom stated that during the program, the businesses are exposed to opportunities with the County and outside of the County. Many of the firms that attend supplier fairs think that just by giving out business cards it will turn into a contract, but he helps them understand how it works. **Dianne** thinks that part of the education is to develop business relationships to prepare the firms to do business. **Tom** said that a business drops a class either because they go out of business or they had a death in the family

Jackie Ingram asked if there was a cost associated with the program and if it could be possible to add a fast track to the program. She also asked if the end user and buyers have attended the classes and shown them numbers.

Tom stated the program was free to the firm. A challenge with the firms is getting them a contract. He mentioned that some businesses are more advanced in the way that they might be in business for a year and had 12 contracts with a government entity and understands the process better than a business that has been in business for 5 years. So having the people in the program allows them to understand the importance of teaming up. **Jackie** asked if the program is open to the BDAC members. **Tom** encouraged the Council to enroll members of their respective organizations to the program. He has also introduced the students to BDAC.

Duy suggested that **Tom** conducts a special session for BDAC to review the curriculum and stats of the program. **Dianne** stated the Council will be more involved and support the Clark County Business Education Program.

V. OLD BUSINESS:

A. CC Purchasing Stats

Yoli Jones reported that the purchasing staff made phone calls to the suppliers to confirm their business enterprise group and ethnicity and updated the system specifically the businesses that were currently doing business with Clark County. She mentioned that in the discretionary dollars, specifically MBEs, the numbers went up because they removed the women owned businesses that were minorities and placed into the minority stats. She said that after the changes, the dollar amount went up to 14 million, which was previously reported as 6 million. **Yoli** also stated that 25 percent of the POs were not being captured because there were upgrades done to the system. **Yoli** said the staff will continue updating the report as firms continue registering online.

B. Discussion on the report to the Board of County Commissioners and take action as appropriate.

Dianne Fontes, Chair, tabled the action item regarding the report to the Board of County Commissioners for the next BDAC meeting.

VI. PUBLIC COMMENTS:

Dianne Fontes, Chair, ask for introductions and public comments.

Carlos Gomez announced that the Latin Chamber of Commerce will be giving 100 scholarships to students at the South Point, from 11:30 a.m. to 2:00 p.m. on Thursday, May 12, 2011.

Duy Nguyen said the Asian Chamber of Commerce will be awarding their 15th signature scholars based on community service at the Luxor on Wednesday, May 11, 2011, at 5:30 p.m.

Dianne Fontes announced the NVMSDC Minority Business Opportunity Day on June 1, 2011. She said the keynote speaker will be Fernando Hernandez from the Microsoft Corporation where they will have programs and services and it will be an opportunity to meet other corporate members.

Jane Lee said her business, Jadon Foods, is specialized in the manufacturing of cookies, cakes, and snacks for individuals with dietary challenges.

Maria White, representing NAWBO.

Kim Grantham, purchasing specialist for the Clark County Water Reclamation.

Katherine Smith from the Clark County Department of Aviation.

VII. NEXT MEETING DATE: Wednesday, June 8, 2011, 9:00 a.m., Clark County Government Center, 500 S. Grand Central Pkwy, 4th floor, Gold Room, Las Vegas, NV 89155.

VIII. ADJOURNMENT: Meeting was adjourned.